



## News Release

## Communiqué

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### WILSON ANNOUNCES TRADE MISSION TO GREECE

The Honourable Michael Wilson, Minister of Industry, Science and Technology and Minister for International Trade, announced today that the Honourable John McDermid, Minister of State (Finance and Privatization) will lead a trade mission composed of seven Canadian companies to Athens, Greece, May 1-6.

"The visit will serve to advance the interests of Canadian firms bidding on specific infrastructure projects in Greece," Mr. Wilson said.

Mr. McDermid will also meet Greek government officials to discuss Canadian experience with respect to the privatization of government operations. The Greek government is embarking on a program to privatize some 200 state enterprises.

"This is an opportunity to discuss in some detail the increased efficiency and other benefits derived from our continuing effort to privatize certain operations of government since 1984," Mr. McDermid added.

Firms participating in the mission are Bombardier Inc. (Canadair), Conair Air Aviation Ltd., Huang & Danczkay Properties Inc., Indal Technologies Inc., Northern Telecom Ltd., Ontario Bus Industries Inc. and SR Telecom Inc.

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## BACKGROUND

The Honourable John McDermid, Minister of State (Finance and Privatization) will meet the following Greek government officials during the trade mission to Athens, May 1-6: Tzannis Tzannetakis, Deputy Prime Minister; Andreas Andrianopoulos, Minister of Commerce and Industry, Energy and Technology and Minister of the Cabinet Committee on Privatization; Ioannis Palaiokrassas, Minister of Finance and a member of the Cabinet Committee on Privatization; Stefanos Manos, Minister of National Economy and member of the Cabinet Committee on Privatization; Efthimios Christodoulou, Governor of the Bank of Greece; Sotiris Hatzigakis, Minister of Agriculture; and Ioannis Stathopoulos, Minister of National Defence.

Following is some additional background on the seven companies participating in the trade mission to Greece.

### **The Canadair Group (a unit of Bombardier Inc.), Montreal, Quebec**

The largest diversified manufacturer in Canada's aerospace industry, Canadair has built more than 4,100 civil and military aircraft, including 560 supersonic jets, since 1944. The company currently produces the Challenger 601-3A widebody business jet, the new 50/56-passenger Canadair Regional Jet airliner, the CL-215T amphibious aircraft and CL-289 unmanned surveillance systems.

Canadair is negotiating with the Greek Ministry of Defence for the procurement of 8 to 10 new amphibian CL-415 waterbombers, as well as engine re-fits on the existing Greek fleet of older CL-215 aircraft.

### **Conair Air Aviation Ltd., Abbotsford, British Columbia**

Conair, formed in 1969, is a world leader in the design, manufacture and operation of aircraft, helicopter and airborne systems for natural resource protection and enhancement, particularly for forest fire control. The company owns and operates the world's largest private fleet of fire control aircraft and helicopters.

Conair is working with the Government of Greece to implement an integrated ground and air Initial Attack forest fire control system. This modern system will revolutionize the way forest fires are controlled in Greece, resulting in dramatically reduced forest loss to fire.

### **Huang & Danczkay Properties Inc., Toronto, Ontario**

Established in 1971, this privately held Toronto development/management company currently has projects under development valued at some \$1 billion. They include the development, ownership and operation of Trillium Terminal 3, opened in February 1991, at Lester B. Pearson International Airport in

Toronto. The \$600-million Trillium Terminal 3 development represents the first privatization project of its kind in North America and gives the company critical experience in this newly emerging field. As well, the company is one of three finalists qualified by the Government of Canada competing to build, own, finance and operate a 13-kilometre bridge between Prince Edward Island and New Brunswick. This project is valued at \$1 billion.

**Indal Technologies Inc. (a unit of Indal Limited, wholly owned by RTZ Limited of the United Kingdom), Mississauga, Ontario**

Indal Technologies specializes in the design and manufacture of high-technology systems for aerospace, marine, defence and commercial applications. The company has more than 175 Recovery Assist, Secure and Traverse (RAST) shipboard helicopter recovery systems in use by navies around the world. The company is interested in meeting with staff responsible for helicopter and cable-handling systems to be acquired for new frigates now being built for the Hellenic navy.

**Northern Telecom Limited, Mississauga, Ontario**

Canada's largest telecommunications manufacturer is the leading global supplier of fully digital telecommunications switching systems -- with more than 75-million lines of its Meridian business communications systems and DMS switching systems in service or on order in about 80 countries. The company has an interest in bidding on a re-tendered project for digital switching equipment with a contract value of some \$150 million in Greece.

**Ontario Bus Industries Inc., Mississauga, Ontario**

Located in Mississauga, Ontario, the company manufactures urban transit buses and has a 30 per cent share of the market in North America. It currently delivers buses powered by diesel, gasoline and natural gas. The latest development is a 40-foot low floor Hybrid bus with compressed natural gas (CNG) and electric drive, which will be in production in about three years. Only 20 per cent of its production is earmarked for the domestic market. The company currently exports buses to the United States, Sweden and Norway.

**SR Telecom Inc. (SRT), St Laurent, Quebec**

The company performs all its own research and development and produces microwave subscriber radio products used to provide telephone and data communications services. The company sells more than 80 per cent of its products on export markets. By the end of 1991, SRT had equipment operating in more than 70 countries in all areas of the world. Sales are pursued worldwide as countries undertake significant rural telecommunications development programs. SRT is currently pursuing a major project in Greece for a country-wide TDMA system.